



JOINT MUNITIONS & LETHALITY LIFE CYCLE MANAGEMENT COMMAND

Office of Small Business Programs 2007

Topics to be covered:

- **Small Business Administration and Small Business Office**
- **Coordination Forms (DD Form 2579...)**
- **Define “Small”**
- **Categories of Small Businesses**
- **Order of Precedence**
- **Subcontracting Plans**
- **Command Small Business Targets**

Small Business Administration (SBA) & LCMC's Office of Small Business Programs (OSBP)

- **SBA is a separate agency**
- **LCMC OSBP is part of
Department of Defense/Army**
- **SBA-PCR
(Procurement Center
Representatives)**
- **OSBP's Outlook Address:
»Small Business Office**

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SBA/OSBP Coordination Forms

- **DD Form 2579**
- **Purpose:**
 - **Present Acquisition Strategy**
 - **Give Past History**
 - **Coordination with OSBP/SBA**
- **Ask for help from the OSBP Staff**
 - **Eric Bankit x43068**
 - **Gerald Cervino x43488**

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What Determines “small” ?

(First Criteria)

- Only SBA determines size.
- “A business entity organized for profit, with a place of business **located in the United States, and which operates primarily within the United States or which makes a significant contribution to the U. S. economy** through the payment of taxes or use of American products, material or labor”

(13 CFR Part 121)

What Determines “small” ?

(Second Criteria)

- North American Industry Classification System Code (NAICS Code)
- **FAR 19.102**
<http://www.sba.gov/services/>
- Manufacturers = Number
Employee Services = Annual
Gross Sales

332 -- Fabricated Metal Product Manufacturing

<u>NAICS Size</u>	<u>Description</u>
332116	Metal Stampings 500
332813	Electroplating, Plating, Polishing, Anodizing, and Coloring 500
332992	Small Arms Ammunition Manufacturing 1,000
332993	Ammunition (except Small Arms) Manufacturing 1,500

541 - Professional, Scientific & Technical Services

<u>NAICS</u>	<u>Description</u>	<u>Size</u>
541330	Engineering Services	\$ 4.0M
EXCEPT	Military and Aerospace Equipment and Military Weapons	
		\$23.0M
EXCEPT	Marine Engineering and Naval Architecture	
		\$13.5M
541710	Engineering Services	500 Empl
	R&D in the Physical. Engr & Life Sciences	

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Small Business Categories

- Small Business **(SB)**
- **8(a)** Certified Small Business
- HUB-Zone Small Business **(HUB-Zone)**
- Small Disadvantaged Business **(SDB)**
- Woman-Owned Small Business **(WOSB)**
- Service-Disabled Veteran-Owned Small Business / Veteran-Owned Small Business **(SDVOSB/VOSB)**

8(a) Business Development Program

Requirements for 8(a) Status:

- Small Business and U.S. Citizen *and*
- 51% owned & controlled by Socially & Economically Disadvantaged Individuals *and*
- Certified by SBA (9 years) - not renewable

Benefits:

- Sole Source Contracts (<\$3.5M Services, <\$5.5M Mfg)
- Restricted Competition (>\$3.5M/\$5.5M, 2 or more)

Historically Underutilized Business Zone Empowerment Contracting Program

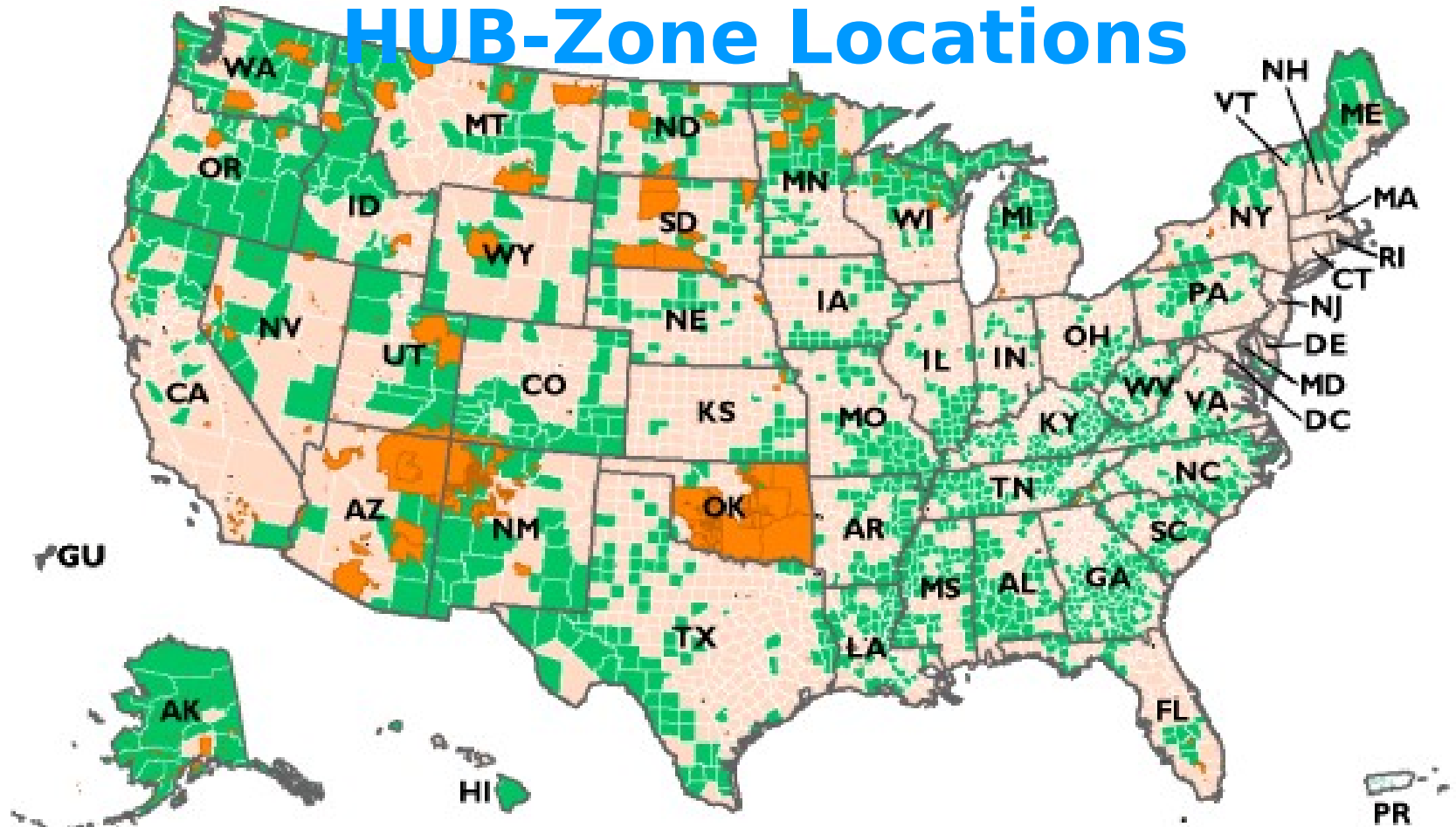
Requirements for HUB-Zone Certification by SBA:

- Small Business *and*
- Located in a HUB-Zone,
<http://www.sba.gov/hubzone>
and
- 51% Owned & Controlled by U.S. Citizens
and
- At least 35% employees reside in
HUBZones
- Certified for 3 years - renewable

Benefits:

- Restricted Competition (Any \$ amount, 2
or more)

HUB-Zone Locations



Not Qualified Qualified
Indian Country

TO DETERMINE IF YOU ARE IN A HUB-ZONE AREA

CLICK THE LINK BELOW

Small Disadvantaged Business

Requirements for SDB Certification by SBA:

- Small Business, *and*
- U.S. Citizen, *and*
- 51% owned & controlled by Socially & Economically Disadvantaged Individuals, *and*
- certified as SDB by SBA (3 year cert - renewable)

Benefits:

- Subcontracting Goal
- 10% Price Break on non-DOD Buys
- 8(a) firms are SDBs.

Woman-Owned Small Business

- Small business concern, *and*
- At least 51 percent owned by one or more women, *and*
- Whose management and daily business operations are controlled by one or more women.
- Self certification

Benefit:

- Subcontracting Goal, but no preference for Government buys

Service-Disabled Veteran-Owned Small Business & **VOSB**

- Small business concern, *and*
- At least 51 percent owned by service-disabled veterans / veterans, *and*
- Whose management and daily business operations are controlled by vets.
- Self certification

Benefit:

- SDVOSB set aside:
 - Competitive
 - Sole source allowed for <\$5.5M Mfg/<\$3M Svc w/J&A
- Subcontracting Goals for SDVOSB & VOSB

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Order of Precedence for Contracting

1. 8(a) Set Aside ^(FAR Part 19) with preference for 8(a)/HUB-Zone firms
HUB-Zone Set Aside
(Competitive, then Sole Source)
Service Disabled Veteran Owned Small Business Set Aside
(Competitive, then Sole Source)
2. Small Business Set Aside (SBSA)
3. Partial SBSA
4. Full & Open Competition

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Subcontracting Plans

- **Required of Large Business Primes, >\$550K**
- **Types of Plans:**
 - Individual (one contract)
 - Master (3 yrs - no goals),
 - Commercial (company-wide for contractors selling commercial items)
 - Comprehensive Plan (enterprise-wide, test program)
- **SubK % Goals required for: SB, SDB, WOSB, VOSB, SDVOSB & HUBZone**
- Ref FAR 52.219-9, OFPP 99-1, DFARS 219.705-4

Subcontracting Plans (continued)

- Prior to award, SubK Plans are reviewed by SBO & SBA.

- Federal Standards for Goals (% of SubK \$):

23% SB

5% SDB

5% WOSB

3% VOSB

3% SDVOSB

3% HUB-

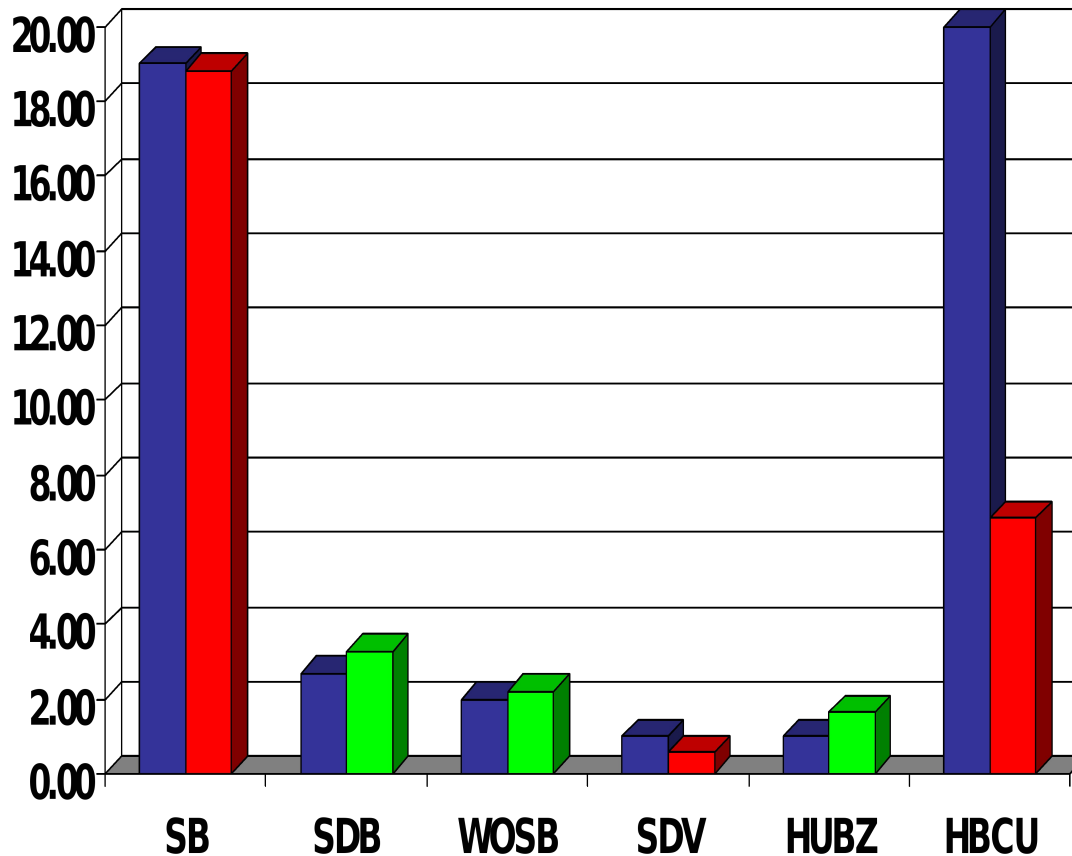
Zone

- DFARS 219.705-4 , the PCO is required to "challenge any subcontracting plan that does not contain positive goals ... **A small disadvantaged business goal of less than five percent must be approved one level above the contracting officer."**

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FY 06 PERFORMANCE



TOTAL OBLIGATED
in FY 06 = \$2.2B

**Small
Business=\$326M**
**18.8% of Goal of
19.0%**

**Small
Disadvantaged=\$5
7M 3.28% of Goal
of 2.7%**

**Women
Owned=\$38M**
**2.19% of Goal of
2.0%**

**Service Disabled
Veteran
Owned=\$9.8M**
**0.57% of Goal of
1.0%**



JOINT MUNITIONS & LETHALITY LIFE CYCLE MANAGEMENT COMMAND

Office of Small Business Programs (AMSML-AQ-SB)

**Eric Bankit
Gerald Cervino
Mary Rojas**

**Small Business Advisor, X3068
SB Specialist, X3488
Admin Officer, X4106**

FAX: (973) 724-3002

Handy Small Business Web Sites

How Do I Find a Small Business? Who Can Help Me?

- SBA's Dynamic Small Business Search Database - http://dsbs.sba.gov/pro-net/dsp_dsbs.cfm
- SBA's Definition of SBs and Size Standards - <http://www.sba.gov/size/indexguide.html#affiliates>
- FAR Part 19 - Small Business Programs - <http://farsite.hill.af.mil/reghtml/regs/far2afmcfars/fardfars/far/19.htm>
- Central Contractor Registration (CCR) Database - <http://www.bpn.gov/CCRINQ/scripts/search.asp>

Dynamic Small Business Search

Key Search Elements



- Geographical Location
- Type Of Business
 - 8(a)
 - HubZone
 - SDVOSB
- NAICS Code(s): 541330, 541710
- Key Words: Research, Scientific, Military, IT, R&D, Composite, Armor, etc.
- General Nature of Business

Dynamic Small Business Search

Key Profile Features

- Year Established
- Avg. Number of Employees
- Avg. Annual Gross Revenue
- 8(a) Certification Date / Exit Date
- NAICS Codes
 - Primary & Secondary
- Narrative and Key Words
- Performance History (References)